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MILK CONTROL BUREAU

1520 EAST 6TH AVENUE ROOM 50
PO BOX 200512
HELENA MT 59620-0512

* *

RECAP OF MILK RECEIPTS AND UTILIZATION IN MONTANA

* *

SEMI-ANNUAL STATISTICAL REPORT

JULY 1, 1992 THROUGH DECEMBER 31, 1992
PAGES 1 - 10

ANNUAL STATISTICAL REPORT

JANUARY 1, 1992 THROUGH DECEMBER 31, 1992
PAGES 11 - 18

PLEASE RETURN

THE TABLES IN THIS REPORT ARE A RESULT OF AUDITED FIGURES TAKEN FROM MILK PROCESSING PLANT RECORDS AND ACCURATELY REFLECT PRODUCTION AND SALES OF FLUID MILK IN MONTANA FOR THE PERIOD COVERED.

FOR MORE INFORMATION WRITE OR CALL:

MILK CONTROL BUREAU
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INFORMATION FOR THE SECOND HALF YEAR 1992

The Montana producers information is derived from audited figures that are compiled by the auditors from the Montana Milk Control Bureau. The following prices represent payment before freight allowances from farm-to-plant were withheld:

	TOTAL PRODUCTION	QUOTA MILK AT TEST
Pounds of Milk	147,970,413	137,448,776
Average Weighted Test	3.57%	3.58%
Producer Receipts (gross)	$20,274,027	$19,414,467
Average Weighted Blend Price	$13.70	$14.12
Average Fat Blend Price	$0.83	$0.84

Audit results from October 1, 1991 are under appeal, outcome could result in minor changes

License Application Information

This information was taken from license applications that were issued for the period July 1, 1992 through June 30, 1993.

8 in-state distributors or processors	8 import jobbers
20 out-of-state distributors	8 producer-distributors
63 in-state jobbers	191 producers

There were 19,215 grade 'A' dairy animals in Montana which include:

Montana Producers	19,060 cows
Montana Producer-Distributors	115 cows, 40 goats

The 19,060 dairy animals owned by Montana producers produced an average of 7,763 pounds each for this six-month period.

TOTAL MILK RECEIPTS IN MONTANA

Second Half Year 1992

****TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PROCESSORS . . . . . 147,970,413 pounds**

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	101,679,601	68.72%	2,048,614
CLASS II	15,270,589	10.32%	872,337
CLASS III	31,020,223	20.96%	2,366,323
TOTAL	**147,970,413**	**100.00%**	**5,287,274**

****TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST . . 283,854 pounds**

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	246,263	86.76%	7,504
CLASS II	---	---	---
CLASS III	37,591	13.24%	1,388
TOTAL	**283,854**	**100.00%**	**8,892**

***TOTAL POUNDS OF GRADE 'A' MILK IMPORTED . . . . . 19,421,025 pounds**

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	10,894,933	56.10%	523,388
CLASS II	6,967,087	35.87%	431,547
CLASS III	1,559,005	8.03%	171,948
TOTAL	**19,421,025**	**100.00%**	**1,126,883**

TOTAL MILK RECEIVED FROM UNGRADED SOURCES AND SWEET CREAM BUTTER FROM GRADE 'B' PLANTS . . . . . 175,062 pounds

TOTAL UTILIZATION OF UNGRADED AND SWEET CREAM BUTTER:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**175,062**	**100.00%**	**6,013**

TOTAL RECONSTITUTION (skim powder and water) . . . . . 0 pounds

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**---**	**0.00%**	**---**

TOTAL MILK FROM ALL SOURCES . . . . . 167,850,354 pounds

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	112,820,797	67.22%	2,579,506
CLASS II	22,237,676	13.25%	1,303,884
CLASS III	32,791,881	19.53%	2,545,672
TOTAL	**167,850,354**	**100.00%**	**6,429,062**

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS . . . . . 506,297 pounds

* breakdown on class I, II & III packaged and bulk IMPORTS, page 8

** add together for total licensed grade 'A' Montana producer production

UTILIZATION OF TOTAL PRODUCER MILK
DELIVERED TO IN-STATE DISTRIBUTORS
Second Half Year 1992

DISTRIBUTOR	TOTAL POUNDS MILK PRODUCED	POUNDS OF MILK USED CLASS I	POUNDS OF MILK USED CLASS II	POUNDS OF MILK USED CLASS III
Clover Leaf	1,489,954	1,277,184	146,748	66,022
Country Classic	57,013,742	31,881,612	4,975,499	20,156,631
Equity	6,954,296	5,246,086	789,333	918,877
Meadow Gold-Billings	26,232,561	21,583,243	468,883	4,180,435
Meadow Gold-Gt. Falls	26,345,319	22,760,550	2,097,027	1,487,742
Meadow Gold-Kalispell	23,528,382	13,959,272	6,714,794	2,854,316
Montana State Prison	730,975	619,518	78,305	33,152
Safeway	5,675,184	4,352,136	---	1,323,048
TOTALS	**147,970,413**	**101,679,601**	**15,270,589**	**31,020,223**
PERCENTAGES	**100.00%**	**68.72%**	**10.32%**	**20.96%**

* *

UTILIZATION OF QUOTA MILK
DELIVERED TO IN-STATE DISTRIBUTORS
Second Half Year 1992

DISTRIBUTOR	TOTAL QUOTA POUNDS MILK PRODUCED	POUNDS OF QUOTA MILK CLASS I	POUNDS OF QUOTA MILK CLASS II	POUNDS OF QUOTA MILK CLASS III
Clover Leaf	1,408,783	1,277,184	131,599	---
Country Classic	51,482,893	31,881,612	4,975,499	14,625,782
Equity	6,299,806	5,246,086	789,333	264,387
Meadow Gold-Billings	25,289,634	21,583,243	468,883	3,237,508
Meadow Gold-Gt. Falls	24,656,161	22,760,550	1,895,611	---
Meadow Gold-Kalispell	22,759,587	13,959,272	6,714,794	2,085,521
Montana State Prison	681,616	619,518	62,098	---
Safeway	4,870,296	4,352,136	---	518,160
TOTALS	**137,448,776**	**101,679,601**	**15,037,817**	**20,731,358**
PERCENTAGES	**100.00%**	**73.98%**	**10.94%**	**15.08%**

POOLED MILK INFORMATION
BASED ON 3.5% BUTTERFAT RATIO
Second Half Year 1992

MONTH	POUNDS QUOTA MILK	POUNDS EXCESS MILK	QUOTA PRICE PER /CWT	EXCESS PRICE PER /CWT	QUOTA FAT PRICE PER POUND	EXCESS FAT PRICE PER POUND
JULY	23,631,429	2,317,568	$13.9300	$8.3200	$0.9040240	$0.7500
AUGUST	23,385,843	2,000,996	$14.1500	$8.1100	$0.8119756	$0.6900
SEPTEMBER	22,375,058	1,580,948	$14.3600	$7.9400	$0.8055018	$0.6900
OCTOBER	22,742,885	1,508,753	$14.3100	$7.9800	$0.8028081	$0.6900
NOVEMBER	22,171,221	1,512,007	$13.8100	$8.2500	$0.8492576	$0.7400
DECEMBER	23,142,340	1,601,365	$13.8100	$8.1800	$0.8484112	$0.7300
TOTAL POUNDS	137,448,776	10,521,637				
AVERAGES BASED ON 3.5% MILK			$14.0624	$8.1416	$0.8373791	$0.7165

FARM-TO-PLANT HAULING RATES
Second Half Year 1992

PLANT	JULY	AUGUST	SEPT	OCTOBER	NOVEMBER	DECEMBER	AVERAGE
CLOVER LEAF	$0.5999	$0.6000	$0.6000	$0.5995	$0.6000	$0.6000	$0.5999
COUNTRY CLASSICS	$0.5853	$0.5900	$0.5856	$0.5862	$0.5815	$0.5853	$0.5857
EQUITY	$0.3817	$0.3813	$0.3472	$0.3817	$0.3819	$0.3816	$0.3759
MG, BILLINGS	$0.6740	$0.6749	$0.6700	$0.6666	$0.6675	$0.6631	$0.6693
MG, GREAT FALLS	$0.9045	$0.9125	$0.9046	$0.8926	$0.8940	$0.9014	$0.9017
MG, KALISPELL	$0.8014	$0.8089	$0.8046	$0.8062	$0.8062	$0.7981	$0.8042
SAFEWAY	$0.6000	$0.6000	$0.6008	$0.6000	$0.6000	$0.6002	$0.6002
MONTHLY AVERAGE	$0.6830	$0.6868	$0.6813	$0.6806	$0.6809	$0.6842	$0.6828

RECEIPTS OF MILK HANDLED IN MONTANA

Second Half Year 1992

Montana Distributors, Producer-Distributors
Out-Of-State Distributors

	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	784,187	15,920
Beginning Inventory - Bulk	1,125,717	48,426
Producer Receipts	147,970,413	5,287,274
Transfers Between Montana Plants:		
Class I Package	(3,187,765)	(51,665)
Class I Bulk	(8,742,925)	(181,188)
Class II Package	(---)	(---)
Class II Bulk	(468,749)	(41,717)
Class III Bulk	(1,624,756)	(167,164)
***Receipts other Source -Imports Into Montana:**		
Class I Package	18,532	542
Class I Package - Sterile	1,407,737	288,858
Class I Bulk	5,279,387	135,185
Class II Package	2,203,557	164,367
Class II Bulk	261,326	20,337
Class III Package	374,569	66,778
Class III Bulk	940,418	83,765
Class III Bulk:		
Ungraded	175,062	6,013
Butter in Ice Cream	---	---
Skim Powder & Water Reconstituted	---	---
Additives	506,297	---
SUBTOTAL:		
RECEIPTS OF MONTANA DISTRIBUTORS	**161,047,202**	**6,117,465**
PRODUCER-DISTRIBUTORS RECEIPTS	**283,854**	**8,892**
***OUT-OF-STATE DISTRIBUTORS (IMPORTS)**	**8,935,499**	**367,051**
TOTAL RECEIPTS IN THE STATE OF MONTANA	**170,266,555**	**6,493,408**

* breakdown on class I, II & III packaged and bulk IMPORTS, page 8

UTILIZATION OF MILK HANDLED IN MONTANA

Second Half Year 1992

Montana Distributors, Producer-Distributors, and Out-Of-State Distributors

CLASS I USAGE	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	107,906,726	2,431,538
Packaged Sales STERILE (included above)	(1,407,737)	(288,858)
*Imports into Montana:		
Packaged Sales (included above)	(18,532)	(542)
Bulk Sales	(5,279,387)	(135,185)
Transfers Between MT Plants (included above):		
Packaged Sales	(3,195,794)	(51,005)
Bulk Sales	(8,744,486)	(181,225)
**Exported:		
Packaged Sales (included above)	(6,569,778)	(149,181)
Bulk Sales	---	---
Closing Package Inventory	1,381,801	27,608
SUBTOTAL: Montana Distributors Utilization	109,288,527	2,459,146
Producer-Distributors	246,263	7,504
*Out-Of-State Distributors - Pkg.	4,189,277	98,803
TOTAL CLASS I UTILIZATION	**113,724,067**	**2,565,453**
CLASS II USAGE		
Ice Cream (frozen & mixes)	4,437,648	441,724
Cottage Cheese (all kinds)	8,556,861	85,882
Sour Cream & Dips	1,520,992	310,923
Yogurt Mix/Egg Nog	515,183	33,659
Transfers Between MT Plants:		
Bulk Sales	(468,754)	(41,686)
*Imports into Montana:		
Packaged Sales	2,203,557	164,367
Bulk Sales	(261,326)	(20,337)
**Exported:		
Packaged Sales (included above)	(1,524,742)	(83,246)
Bulk Sales	---	---
Bulk Sales - Grade 'B' Manufacturing Plants	544,340	19,695
Bulk Sales	4,113	822
SUBTOTAL: Montana Dist. Processing & Imports	17,782,694	1,057,072
Producer-Distributors	---	---
*Out-Of-State Distributors - Pkg.	4,502,204	246,843
TOTAL CLASS II UTILIZATION	**22,284,898**	**1,303,915**
CLASS III USAGE		
Butter	555,544	219,466
Hard Cheese	---	---
Transfers Between MT Plants:		
Bulk Sales	(1,623,035)	(167,104)
*Imports into Montana:		
Packaged Sales	374,569	66,778
Bulk Sales	(940,418)	(83,765)
**Exported:		
Packaged Sales (included above)	(235,334)	(49,846)
Bulk Sales	10,697,312	1,016,202
Bulk Sales - Grade 'B' Manufacturing Plants	19,225,073	1,150,770
Livestock Feed	1,951	53
Dumped	223,667	7,323
Closing Bulk Inventory	753,214	50,533
SUBTOTAL: Montana Dist. Processing & Imports	31,831,330	2,511,125
Producer-Distributors	37,591	1,388
*Out-of-State Distributors - Pkg.	244,018	21,405
TOTAL CLASS III UTILIZATION	**32,112,939**	**2,533,918**
TOTAL RECEIPTS IN STATE OF MONTANA - ALL SOURCES	**170,266,555**	**6,493,408**
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	**168,121,904**	**6,403,286**
TOTAL SHRINKAGE	**2,144,651**	**90,122**

MILK IMPORTED = 19,421,025 **MILK EXPORTED = 19,027,166**

* breakdown on class I, II and III packaged & bulk IMPORTS, page 8

** breakdown on class I, II and III packaged & bulk EXPORTS, page 9

BREAKDOWN OF CLASS I, II & III
PACKAGED & BULK IMPORTS
Second Half Year 1992

IMPORTS: OUT-OF-STATE DISTRIBUTORS and MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	654,493	5,615,546	388,203
Bulk	612,458	5,279,387	135,185
TOTAL CLASS I IMPORTS		**10,894,933**	**523,388**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	30,458	261,326	20,337
Ice Cream (frozen)	467,988	1,640,671	219,849
Ice Milk/Sherbet/Novelties	314,898	1,115,934	51,556
Regular Ice Cream Mix	30,366	212,765	28,468
MIX: Shake/MAS/Egg Nog/Yogurt	93,698	663,058	28,578
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	224,244	1,261,369	12,363
Cottage Cheese (dry)	6,796	50,121	126
Sour Cream & Dips	183,435	183,435	36,688
Yogurt	1,556,031	1,556,031	31,121
Sour Half & Half	22,377	22,377	2,461
TOTAL CLASS II IMPORTS		**6,967,087**	**431,547**

CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	109,606	940,418	83,765
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	88,143	198,325	70,524
Hard Cheese	41,220	412,202	14,839
Cream Cheese	8,060	8,060	2,820
TOTAL CLASS III IMPORTS		**1,559,005**	**171,948**

TOTAL POUNDS IMPORTED: CLASS I, II & III Bulk & Package (in milk equivalents)	**19,421,025**	**1,126,883**

BREAKDOWN OF CLASS I, II & III
PACKAGED & BULK EXPORTS
Second Half Year 1992

EXPORTS: MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	762,155	6,569,778	149,181
Bulk	---	---	---
TOTAL CLASS I Exports		**6,569,778**	**149,181**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	---	---	---
Ice Cream (frozen)	82,795	290,263	38,895
Ice Milk/Sherbet/Novelties	54,039	191,500	8,847
Regular Ice Cream Mix	4,139	29,001	3,880
MIX: Shake/MAS/Egg Nog/Yogurt	20,851	147,554	6,359
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	131,769	741,202	7,265
Cottage Cheese (dry)	1,577	11,631	29
Sour Cream & Dips	87,211	87,211	17,443
Yogurt	26,380	26,380	528
Sour Half & Half	---	---	---
TOTAL CLASS II Exports		**1,524,742**	**83,246**

CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	1,251,148	10,697,312	1,016,202
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	56,771	127,736	45,422
Hard Cheese	10,585	105,849	3,811
Cream Cheese	1,749	1,749	613
TOTAL CLASS III Exports		**10,932,646**	**1,066,048**

TOTAL POUNDS EXPORTED: CLASS I, II & III Bulk & Package (in milk equivalents)	**19,027,166**	**1,298,475**

BREAKDOWN OF TOTAL UNIT SALES OF FLUID MILK
Second Half Year 1992

6,569,778 pounds of product and 149,181 pounds of butterfat were EXPORTED products
5,615,546 pounds of product and 388,203 pounds of butterfat were IMPORTED products

PRODUCT		1/2 Pints	1/3 Pints	Pints	Quarts	½ Gallons	Gallons	Dispenser Gallons	Product Pounds	BF Test	Butterfat Pounds
RAW MILK		0	0	0	0	12,176	14,135	0	173,918	3.6100%	6,278
GOAT MILK (RAW & PROCESSED)		0	0	0	1,884	745	281	0	9,671	3.3247%	322
HOMOGENIZED MILK		1,150,502	0	209,349	565,844	1,275,659	1,397,730	70,323	20,170,599	3.2953%	664,678
FLAVORED MILK		0	0	181,629	47,563	3,503	2,009	0	330,171	3.0629%	10,113
FLAVORED LOWFAT 2% MILK		3,274,722	0	906,286	436,749	37,270	82,782	17,830	4,710,049	1.9581%	92,225
LOWFAT 2% MILK		7,727,073	11,246	641,189	886,360	3,503,294	4,103,673	353,075	60,288,777	2.0088%	1,211,069
LOWFAT 1% MILK		481,214	0	73,664	58,409	980,832	588,192	69,225	10,361,141	1.0355%	107,290
CHOCOLATE DRINK		0	0	0	0	0	1,252	0	10,805	0.5000%	54
BUTTERMILK		38,933	0	19,126	503,964	124,716	4,282	0	1,703,196	0.9348%	15,922
SKIM MILK		483,747	0	678	372,604	1,434,958	570,412	26,813	12,411,440	0.2348%	29,137
HALF & HALF		0	0	344,652	122,779	0	0	0	630,782	11.2144%	70,738
WHIPPING CREAM		27,298	0	22,603	23,298	2,269	0	6	96,257	35.6819%	34,346
STERILE:											
Whipping Cream	30%	165,876	0	183,218	5,496	0	0	0	291,352	30.00%	87,405
Whipping Cream	40%	840	0	156,701	52,232	0	0	0	273,031	40.00%	108,237
Table Cream	18%	0	0	52,884	0	0	0	0	56,258	18.00%	10,126
Lactaid Milk	2%	0	0	0	9,555	0	0	0	20,591	2.00%	411
		3/8 oz.									
Half & Half	10.5%	6,185,120	0	308,030	124,884	0	0	0	751,082	10.50%	78,865
		6.5 oz.	14 oz.	15 oz.							
Aerosol Whip	20%	14,158	11,737	39,600	0	0	0	0	53,146	20.00%	10,629
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana									112,342,266		2,537,845

MONTANA
1992 ANNUAL REPORT
MILK RECEIPTS & UTILIZATION

In prior year 1991, licensed Montana producers sold to Montana processors 296,656,091 pounds of grade 'A' milk at a weighted average test of 3.55%. They received a total of $36,310,535 or a weighted average blend price of $12.24 per hundredweight for all milk sold.

In the year 1992, licensed Montana producers had the following:

	TOTAL PRODUCTION	QUOTA MILK AT TEST
Pounds of Milk	298,486,277	275,571,203
Average Weighted Test	3.54%	3.54%
Producer Receipts (gross)	$39,769,316	$37,882,936
Average Weighted Blend Price	$13.32	$13.75
Average Fat Blend Price	$0.89	$0.90

Audit results from October 1, 1991 are under appeal, outcome could result in minor changes

Montana dairy farmers had a total of 19,075 dairy animals which produced an average of 15,648 pounds each. In addition there were 155 dairy animals owned by producer-distributors.

Based on figures from a 1992 provisional estimate by the U.S. Census Bureau, the population of Montana for the year was 824,000. The cost to consumers for the Milk Control program (based on fluid consumption only) was $.002661 per quart. Converting all milk products used by consumers to milk equivalents (including cottage cheese, ice cream, hard cheese, and butter) the cost of the program to consumers was $.001954 per quart.

The above calculations are based on a total expenditure by this agency for the calendar year 1992 of $254,249.85.

Per capita consumption of fluid milk in Montana using the above population figures, was 249.32 pounds or 115.96 quarts. Per capita consumption of all milk products was 339.44 pounds.

TOTAL MILK RECEIPTS IN MONTANA

Year 1992

****TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PROCESSORS . . . . . 298,486,277 pounds**

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	200,889,608	67.30%	4,054,513
CLASS II	30,505,082	10.22%	1,738,101
CLASS III	67,091,587	22.48%	4,759,353
TOTAL	**298,486,277**	**100.00%**	**10,551,967**

****TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST . . 596,811 pounds**

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	529,917	88.79%	16,319
CLASS II	---	---	---
CLASS III	66,894	11.21%	2,560
TOTAL	**596,811**	**100.00%**	**18,879**

***TOTAL POUNDS OF GRADE 'A' MILK IMPORTED . . . . . 34,393,257 pounds**

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	18,142,764	52.75%	878,599
CLASS II	13,878,240	40.35%	858,863
CLASS III	2,372,253	6.90%	276,137
TOTAL	**34,393,257**	**100.00%**	**2,013,599**

TOTAL MILK RECEIVED FROM UNGRADED SOURCES AND SWEET CREAM BUTTER FROM GRADE 'B' PLANTS . . . . . 321,585 pounds

TOTAL UTILIZATION OF UNGRADED AND SWEET CREAM BUTTER:

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**321,585**	**100.00%**	**11,173**

TOTAL RECONSTITUTION (skim powder and water) . . . . . 0 pounds

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS III	**---**	**0.00%**	**---**

TOTAL MILK FROM ALL SOURCES . . . . . 333,797,930 pounds

	PRODUCT LBS	% OF USAGE	BUTTERFAT LBS
CLASS I	219,562,289	65.78%	4,949,431
CLASS II	44,383,322	13.30%	2,596,964
CLASS III	69,852,319	20.92%	5,049,223
TOTAL	**333,797,930**	**100.00%**	**12,595,618**

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS . . . . . 983,531 pounds

* breakdown on class I, II & III packaged and bulk IMPORTS, page 16
** add together for total licensed grade 'A' Montana producer production

UTILIZATION OF TOTAL PRODUCER MILK

DELIVERED TO IN-STATE DISTRIBUTORS

Year 1992

DISTRIBUTOR	TOTAL POUNDS MILK PRODUCED	POUNDS OF MILK USED CLASS I	POUNDS OF MILK USED CLASS II	POUNDS OF MILK USED CLASS III
Clover Leaf	5,505,648	4,453,447	718,932	333,269
Country Classic	111,294,289	62,320,147	9,495,269	39,478,873
Equity	13,450,431	10,715,054	1,442,260	1,293,117
Meadow Gold-Billings	53,043,078	43,265,985	777,753	8,999,340
Meadow Gold-Gt. Falls	57,021,230	44,748,557	4,597,334	7,675,339
Meadow Gold-Kalispell	45,124,194	25,720,952	13,316,818	6,086,424
Montana State Prison	1,511,120	1,285,394	156,716	69,010
Safeway	11,536,287	8,380,072	---	3,156,215
TOTALS	**298,486,277**	**200,889,608**	**30,505,082**	**67,091,587**
PERCENTAGES	**100.00%**	**67.30%**	**10.22%**	**22.48%**

* *

UTILIZATION OF QUOTA MILK

DELIVERED TO IN-STATE DISTRIBUTORS

Year 1992

DISTRIBUTOR	TOTAL QUOTA POUNDS MILK PRODUCED	POUNDS OF QUOTA MILK CLASS I	POUNDS OF QUOTA MILK CLASS II	POUNDS OF QUOTA MILK CLASS III
Clover Leaf	4,548,243	4,453,447	94,796	---
Country Classic	100,370,523	62,320,147	9,495,269	28,555,107
Equity	12,388,665	10,715,054	1,442,260	231,351
Meadow Gold-Billings	50,774,662	43,265,985	777,753	6,730,924
Meadow Gold-Gt. Falls	52,996,198	44,748,557	4,597,334	3,650,307
Meadow Gold-Kalispell	43,446,602	25,720,952	13,316,818	4,408,832
Montana State Prison	1,358,656	1,285,394	73,262	---
Safeway	9,687,654	8,380,072	---	1,307,582
TOTALS	**275,571,203**	**200,889,608**	**29,797,492**	**44,884,103**
PERCENTAGES	**100.00%**	**72.90%**	**10.81%**	**16.29%**

RECEIPTS OF MILK HANDLED IN MONTANA

Year 1992

Montana Distributors, Producer-Distributors
Out-Of-State Distributors

	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	911,986	18,839
Beginning Inventory - Bulk	1,285,596	60,929
Producer Receipts	298,486,277	10,551,967
Transfers Between Montana Plants:		
Class I Package	(6,339,001)	(102,957)
Class I Bulk	(17,661,138)	(405,453)
Class II Package	(---)	(---)
Class II Bulk	(663,589)	(64,640)
Class III Bulk	(3,632,723)	(319,816)
***Receipts other Source -Imports Into Montana:**		
Class I Package	50,376	1,197
Class I Package - Sterile	2,505,126	506,060
Class I Bulk	7,200,518	175,407
Class II Package	4,817,202	358,790
Class II Bulk	289,235	21,850
Class III Package	512,925	106,661
Class III Bulk	1,414,699	131,247
Class III Bulk:		
Ungraded	321,585	11,173
Butter in Ice Cream	---	---
Skim Powder & Water Reconstituted	---	---
Additives	983,531	---
SUBTOTAL:		
RECEIPTS OF MONTANA DISTRIBUTORS	**318,779,056**	**11,944,120**
PRODUCER-DISTRIBUTORS RECEIPTS	**596,811**	**18,879**
***OUT-OF-STATE DISTRIBUTORS (IMPORTS)**	**17,603,176**	**712,387**
TOTAL RECEIPTS IN THE STATE OF MONTANA	**336,979,043**	**12,675,386**

* breakdown on class I, II & III packaged and bulk IMPORTS, page 16

UTILIZATION OF MILK HANDLED IN MONTANA

Year 1992

Montana Distributors, Producer-Distributors, and Out-Of-State Distributors

CLASS I USAGE	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	210,154,882	4,672,737
Packaged Sales STERILE (included above)	(2,505,126)	(506,060)
*Imports into Montana:		
Packaged Sales (included above)	(50,376)	(1,197)
Bulk Sales	(7,200,518)	(175,407)
Transfers Between MT Plants (included above):		
Packaged Sales	(6,354,797)	(100,543)
Bulk Sales	(17,662,699)	(405,490)
**Exported:		
Packaged Sales (included above)	(13,632,737)	(303,499)
Bulk Sales	---	---
Closing Package Inventory	1,381,801	27,608
SUBTOTAL: Montana Distributors Utilization	211,536,683	4,700,345
Producer-Distributors	529,917	16,319
*Out-Of-State Distributors - Pkg.	8,386,744	195,935
TOTAL CLASS I UTILIZATION	**220,453,344**	**4,912,599**

CLASS II USAGE		
Ice Cream (frozen & mixes)	9,431,377	948,699
Cottage Cheese (all kinds)	17,153,226	169,308
Sour Cream & Dips	2,781,608	565,985
Yogurt Mix/Egg Nog	525,540	33,936
Transfers Between MT Plants:		
Bulk Sales	(663,594)	(64,609)
*Imports into Montana:		
Packaged Sales	4,817,202	358,790
Bulk Sales	(289,235)	(21,850)
**Exported:		
Packaged Sales (included above)	(3,206,847)	(183,288)
Bulk Sales	---	---
Bulk Sales - Grade 'B' Manufacturing Plants	1,136,481	40,610
Bulk Sales	6,869	1,373
SUBTOTAL: Montana Dist. Processing & Imports	35,852,303	2,118,701
Producer-Distributors	---	---
*Out-Of-State Distributors - Pkg.	8,771,803	478,223
TOTAL CLASS II UTILIZATION	**44,624,106**	**2,596,924**

CLASS III USAGE		
Butter	1,168,933	461,594
Hard Cheese	---	---
Transfers Between MT Plants:		
Bulk Sales	(3,631,002)	(319,756)
*Imports into Montana:		
Packaged Sales	512,925	106,661
Bulk Sales	(1,414,699)	(131,247)
**Exported:		
Packaged Sales (included above)	(409,056)	(78,119)
Bulk Sales	32,822,913	2,280,651
Bulk Sales - Grade 'B' Manufacturing Plants	31,132,746	2,028,865
Livestock Feed	5,789	151
Dumped	419,027	13,226
Closing Bulk Inventory	753,214	50,533
SUBTOTAL: Montana Dist. Processing & Imports	66,815,547	4,941,681
Producer-Distributors	66,894	2,560
*Out-of-State Distributors - Pkg.	444,629	38,229
TOTAL CLASS III UTILIZATION	**67,327,070**	**4,982,470**
TOTAL RECEIPTS IN STATE OF MONTANA - ALL SOURCES	**336,979,043**	**12,675,386**
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	**332,404,520**	**12,491,993**
TOTAL SHRINKAGE	**4,575,523**	**183,393**

MILK IMPORTED = 34,393,257 **MILK EXPORTED = 50,071,553**

* breakdown on class I, II and III packaged & bulk IMPORTS, page 16
** breakdown on class I, II and III packaged & bulk EXPORTS, page 17

BREAKDOWN OF CLASS I, II & III

PACKAGED & BULK IMPORTS

Year 1992

IMPORTS: OUT-OF-STATE DISTRIBUTORS and MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	1,275,320	10,942,246	703,192
Bulk	835,327	7,200,518	175,407
TOTAL CLASS I IMPORTS		**18,142,764**	**878,599**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	33,710	289,235	21,850
Ice Cream (frozen)	977,498	3,426,913	459,204
Ice Milk/Sherbet/Novelties	663,383	2,350,895	108,611
Regular Ice Cream Mix	60,727	425,495	56,931
MIX: Shake/MAS/Egg Nog/Yogurt	172,487	1,220,617	52,608
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	443,408	2,494,170	24,498
Cottage Cheese (dry)	14,437	106,474	267
Sour Cream & Dips	330,404	330,404	66,087
Yogurt	3,194,271	3,194,271	64,433
Sour & Half	39,766	39,766	4,374
TOTAL CLASS II IMPORTS		**13,878,240**	**858,863**

CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	165,462	1,414,699	131,247
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	146,096	328,720	116,892
Hard Cheese	61,178	611,782	22,024
Cream Cheese	17,052	17,052	5,974
TOTAL CLASS III IMPORTS		**2,372,253**	**276,137**

TOTAL POUNDS IMPORTED: CLASS I, II & III Bulk & Package (in milk equivalents)	**34,393,257**	**2,013,599**

BREAKDOWN OF CLASS I, II & III

PACKAGED & BULK EXPORTS

Year 1992

EXPORTS: MONTANA GRADE 'A' DISTRIBUTORS

CLASS I PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Packaged	1,581,524	13,632,737	303,499
Bulk	---	---	---
TOTAL CLASS I Exports		**13,632,737**	**303,499**

CLASS II PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	---	---	---
Ice Cream (frozen)	196,654	689,434	92,384
Ice Milk/Sherbet/Novelties	141,259	500,590	23,127
Regular Ice Cream Mix	9,483	66,442	8,890
MIX: Shake/MAS/Egg Nog/Yogurt	31,480	222,770	9,600
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Cottage Cheese (creamed)	262,666	1,477,482	14,480
Cottage Cheese (dry)	2,962	21,846	54
Sour Cream & Dips	167,705	167,705	33,541
Yogurt	60,578	60,578	1,212
Sour & Half	---	---	---
TOTAL CLASS II Exports		**3,206,847**	**183,288**

CLASS III PRODUCTS:	GALLONS	PRODUCT LBS	BUTTERFAT LBS
Bulk	3,825,514	32,822,913	2,280,651
	POUNDS	**MILK EQUIVALENTS**	**BUTTERFAT LBS**
Butter	86,701	195,081	69,369
Hard Cheese	21,064	210,641	7,583
Cream Cheese	3,334	3,334	1,167
TOTAL CLASS III Exports		**33,231,969**	**2,358,770**

TOTAL POUNDS EXPORTED: CLASS I, II & III Bulk & Package (in milk equivalents)	**50,071,553**	**2,845,557**

BREAKDOWN OF TOTAL UNIT SALES OF FLUID MILK

Year 1992

13,632,737 pounds of product and 303,499 pounds of butterfat were EXPORTED products
10,942,246 pounds of product and 703,192 pounds of butterfat were IMPORTED products

PRODUCT		1/2 Pints	1/3 Pints	Pints	Quarts	½ Gallons	Gallons	Dispenser Gallons	Product Pounds	BF Test	Butterfat Pounds
RAW MILK		0	0	0	0	25,092	30,211	0	367,710	3.5763%	13,150
GOAT MILK (RAW & PROCESSED)		0	0	0	5,628	1,977	1,275	0	31,567	3.9768%	1,254
HOMOGENIZED MILK		2,405,375	0	394,154	1,074,675	2,491,818	2,734,014	144,524	39,497,399	3.2872%	1,298,375
FLAVORED MILK		0	0	338,333	85,481	6,993	4,455	0	616,194	3.2702%	20,151
FLAVORED LOWFAT 2% MILK		7,182,360	0	1,645,664	804,471	68,153	162,445	32,624	9,351,931	1.9700%	184,229
LOWFAT 2% MILK		16,573,423	21,221	1,171,806	1,670,551	6,865,255	7,980,954	654,517	117,834,672	1.9979%	2,354,270
LOWFAT 1% MILK		886,279	0	126,787	119,877	1,863,539	1,120,009	142,584	19,791,743	1.0393%	205,700
CHOCOLATE DRINK		0	0	0	0	0	2,420	0	20,885	0.5000%	104
BUTTERMILK		70,440	0	35,283	984,116	227,450	7,273	309	3,244,711	0.9472%	30,735
SKIM MILK		981,636	0	6,441	715,950	2,837,855	1,109,284	53,390	24,360,300	0.2374%	57,825
HALF & HALF		0	0	655,708	228,609	0	0	0	1,189,435	11.1794%	132,972
WHIPPING CREAM		54,659	0	44,774	47,651	4,052	64	42	193,101	35.5103%	68,570
STERILE:											
Whipping Cream	30%	293,260	0	305,344	7,056	0	0	0	489,974	30.00%	146,991
Whipping Cream	40%	840	0	274,293	91,865	0	0	0	478,503	40.00%	189,535
Table Cream	18%	0	0	93,036	0	0	0	0	98,971	18.00%	17,814
Lactaid Milk	2%	0	0	0	15,219	0	0	0	32,797	2.00%	655
		3/8 oz.									
Half & Half	10.5%	11,284,924	0	583,000	224,672	0	0	0	1,386,009	10.50%	145,533
		6.5 oz.	14 oz.	15 oz.							
Aerosol Whip	20%	25,677	31,106	51,192	0	0	0	0	85,641	20.00%	17,128
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana									219,071,543		4,884,991

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